

# Pre-Application Workshop

## Establish Bulk Purchase Pricing for Electric School Buses



Sarah Williams  
January 08, 2019  
California Energy Commission



# Housekeeping

- In case of emergency
- Facilities
- Sign-in sheet
- WebEx recording
- Updates on solicitation documents and today's presentation will be posted at:  
<https://www.energy.ca.gov/contracts/transportation.html#GFO-18-604>



# Commitment to Diversity

The Energy Commission is committed to ensuring that participation in its School Bus Replacement Program reflects the rich and diverse characteristics of California and its people. To meet this commitment, Energy Commission staff conducts outreach efforts and activities to:

- Ensure potential new applicants throughout the state are aware of the Energy Commission's School Bus Replacement Program and the funding opportunities the program provides.
- Encourage greater participation by underrepresented groups including disabled veteran-, women-, minority-, and LGBT-owned businesses.
- Assist applicants in understanding how to apply for funding from the Energy Commission's School Bus Replacement Program.



# Senate Bill 110

- Funding: \$75 million
- Eligible applicants: school districts and county offices of education (COEs), and transportation joint power authorities (JPAs).
- Priority should be given to the oldest school buses, or school buses operating in disadvantaged communities and to schools that have a majority of students eligible for free or reduced-price meals in the prior year.
- Any school bus replaced shall be scrapped.



# Program Design

Three complementary funding components:



1. School Bus Replacement: to replace the oldest, dirtiest diesel school buses with clean battery electric school buses.  
(SB 110 Funding)



2. Charging Infrastructure



3. Workforce Training



# Purpose

## Phase 2:

- Select electric school bus manufacturer(s) and/or dealer(s)
  - To design, construct and deliver buses to public school districts, county offices of education and joint power authorities awardees from GFO-17-607



# Key Activities and Dates

ACTIVITY	ACTION DATE
GFO Release	December 21, 2018
Pre-Application Workshop	January 08, 2019
Deadline for Written Questions	January 08, 2019
Distribute Questions/Answers and Addenda (if any) to GFO	January 18, 2019
<b>Deadline to Submit Proposals by 5:00 p.m.*</b>	January 28, 2019
Clarification Interviews (If necessary)	February 2019
Anticipated Notice of Proposed Awards Posting	March 2019
Anticipated Energy Commission Business Meeting	May 2019
Anticipated Agreement Start Date	May 2019



# Availability of Funds

- There will be no funds directly awarded by this GFO.
- These bulk purchase price agreement(s) will establish the price for electric school buses.
- Awardees under GFO-17-607 will be encouraged to order from the applicants selected under this GFO.





# Phase I Results

Bus Type	Quantity Needed (estimated)
Type A without Chair Lift	20
Type A with Chair Lift	30
Type C without Chair Lift	30
Type C with Chair Lift	20
Type D without Chair Lift	170
Type D with Chair Lift	40

The estimated number of buses is the current best estimate of the number of buses that will be funded under GFO-17-607. Actual order numbers may increase or decrease, depending on factors such as the final bulk purchase bus prices and ability to leverage funding.



# Expected Timeframes for Bus Deliveries

- The Energy Commission expects the applicant(s) awarded under this solicitation to deliver buses promptly, in accordance with or ahead of the schedule below. Percentages are based on the number of buses actually needed or the maximum number of buses the applicant proposed, whichever is less.

Cumulative Percentage of Delivered Buses	Latest Bus Delivery Date
5%	12/31/2019
25%	First year of the Agreement
50%	Second year of the Agreement
100%	9/30/2022



# Applicant Requirements

- Solicitation open to all public and private entities.
- Each applicant must agree and abide by Terms & Conditions.
  - <http://www.energy.ca.gov/research/contractors.html>
- Public Works Contractor Registration
  - Applicant and subcontractors must be currently registered and qualified to perform public work pursuant to Labor Code Sections 1771.1(a) and 1725.5 prior to submission of an application.
- Must be registered and in good standing with California Secretary of State.



# Project Requirements

- Each application must be for only one type of bus. If an Applicant wants to apply for more than one bus type, a separate application package for each bus type must be submitted.
- There are 6 eligible bus types:
  - Type A without Chair Lift
  - Type A with Chair Lift
  - Type C without Chair Lift
  - Type C with Chair Lift
  - Type D without Chair Lift
  - Type D with Chair Lift



# Project Requirements *(continued)*

- Applications for school buses submitted under this GFO must, at a minimum, meet the listed requirements.
- Bids for buses that do not meet these minimum requirements may be deemed non-responsive and therefore be disqualified.
- A list of the requirements can be found on pages 11-12 of solicitation manual.



# Application Organization

Item	Attachment Number (if applicable)
Application Form	Attachment 1
Project Narrative	N/A
Resumes	N/A
Client References	Attachment 2
Letters of Support/Commitment	N/A
Contact List	Attachment 3
CEQA Worksheet	Attachment 4
Other Necessary Documents	N/A
Bus Bid Form	Attachment 5
Bus Specifications Form	Attachment 6



# Prevailing Wage

- 1) The work under the resulting grant awards will be public work and subject to public works laws and requirements, including the payment of prevailing wages. The Energy Commission is working with Department of Industrial Relations (DIR) to determine applicable prevailing wage rates.
- 2) Applicants should see Exhibit D in the Sample Terms and Conditions (Attachment 8) for more information about public works laws and how they apply to the resulting grant awards.



# Prevailing Wage *(Continued)*

3) Applicants and subcontractors **must** register with DIR **prior to** submitting an application for this GFO.

See page 10 of the solicitation for Public Works Contractor Registration information and the DIR registration webpage link.





# Application Evaluation

- Applications will be evaluated and scored based on the responses to the information requested in this solicitation.

<b>ADMINISTRATIVE SCREENING CRITERIA</b> <i>The Application must pass ALL administrative screening criteria.</i>	<b>Pass/Fail</b>
1. The application is received by the Energy Commission's Contracts, Grants, and Loans Office by the due date and time specified in the "Key Activities and Dates Schedule" in Section I of this solicitation.	<input type="checkbox"/> Pass <input type="checkbox"/> Fail
2. The applicant provides the required authorizations and certifications.	<input type="checkbox"/> Pass <input type="checkbox"/> Fail
3. The applicant has not included a statement that is contrary to the required authorizations and certifications.	<input type="checkbox"/> Pass <input type="checkbox"/> Fail



# Technical Evaluation

- Applications passing all screening criteria will be submitted to the Evaluation Committee to review and score based on the Technical Evaluation Criteria in this solicitation.



# Technical Evaluation Criteria

Criteria	Possible Points
Relevant Experience and Qualifications	20 (min 14)
Project Readiness and Implementation	15
Client References	5
Battery and Fuel Range	15
Warranty, Service and Support	15
Innovation	10
Economic Benefits to California	5
Ability to Leverage Funding	15
<b>TOTAL POSSIBLE SCORE</b>	<b>100</b>



# Bus Bid Evaluation

- Applications passing the Technical Evaluation will compete in the Bus Bid Evaluation, where the **lowest bid** will be awarded.
- Low bid is defined as the lowest Cost Per Bus as listed on the Bus Bid Form (Attachment 5).
- The Evaluation Committee will separate the Bus Bid Forms by bus type (i.e., Type A, Type C, Type D; and each type with or without chair lifts) and rank Bus Bid Forms in order from lowest cost per bus to highest cost per bus by bus type.
- Bus Bid Forms will not be viewed by the Evaluation Committee prior to Bus Bid Evaluation.



# Example

- The following example is presented to demonstrate which applicants would be awarded under the circumstances presented in the examples. (pg. 30)

## ***Applicant 1***

Type of Bus:	Type D without Chair Lift
Cost per Bus:	\$105,000
Max # of Buses Delivered:	125

## ***Applicant 2***

Type of Bus:	Type D without Chair Lift
Cost per Bus:	\$100,000
Max # of Buses Delivered:	75

## ***Applicant 3***

Type of Bus:	Type D without Chair Lift
Cost per Bus:	\$110,000
Max # of Buses Delivered:	300



# Questions & Answers

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# Thank you!

